

Message Text

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63

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W
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R 131626Z JAN 76
FM AMCONSUL RIO DE JANEIRO
TO SECSTATE WASHDC 3225
INFO AMEMBASSY BRASILIA
AMCONSUL SAO PAULO
AMCONSUL SALVADOR
AMCONSUL PORTO ALEGRE

UNCLAS RIO DE JANEIRO 0160

E.O. 11652: N/A

TAGS : BEXP BR

SUBJECT : POLLUTION CONTROL EQUIPMENT TRADE MISSION

REF: A) RIO 4277, DEC 31, 1975

B) RIO 0044

C) RIO 0117

1. COMMERCIAL COUNSELOR VISITED SALVADOR IN MID-DECEMBER. DURING THAT VISIT A NUMBER OF TRADE OPPORTUNITIES FOR SUBJECT MISSION BECAME APPARENT. MOST SIGNIFICANT OPPORTUNITY -ONE WHICH DOMINATES TOTAL BRAZILIAN POLLUTION CONTROL MARKET PICTURE - IS THAT OF A WATER POLLUTION TREATMENT COMPLEX TO TREAT EFFLUENTS OF CAMACARI PETROCHEMICAL CENTER. THIS POLLUTION CONTROL PROJECT IS MOVING AHEAD QUICKLY AND QUIETLY, WITHOUT FANFARE, ABETTED BY PURE AND SIMPLE SELF-INTEREST, I.E., SALVADOR'S SOURCE OF SPRING WATER (FOR BOTTLED WATER, BEER, ETC) LIES UNDER BRAZIL'S SECOND PETROCHEMICAL CENTER. PROJECT ALREADY HAS A US CONSULTANT AND IS TO BE MODELED ON LINES OF A COMPARABLE PETROCHEMICAL PRODUCTION CONTROL CENTER LOCATED OUTSIDE HOUSTON. AMCONSUL SALVADOR WILL PROVIDE FURTHER DETAILS BASED ON DISCUSSIONS WITH CEPED (THE BAHIA STATE RESEARCH CENTER) WHICH WILL SUPERVISE INSTALLATION OF POLLUTION CONTROL CENTER. BASED ON INFO PROVIDED BY AMCONSUL SALVADOR, USDOC MAY WISH TO APPROACH CONSULTANT IN US RE EQUIPMENT NEEDS.

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2. AMCONSUL SALVADOR HAS CATALOGUED SPECIFIC POLLUTION PROBLEMS IN AREA AND IS NOW IN PROCESS OF EVALUATING POTENTIAL FOR US FIRMS ON BASIS OF MARKET RESEARCH FORWARDED REFTELS. SHOULD BUSINESS POTENTIAL BE DEVELOPED, WE RECOMMEND THAT USDOC CONSIDER VISIT BY SELECTED COMPANIES TO SALVADOR. CERTAINLY IN CASE OF MAJOR POLLUTION CONTROL CENTER AT CAMACARI, A VISIT WITH CEPED FOR TECHNICAL DISCUSSIONS WOULD BE ESSENTIAL PRIOR TO TALKING TO DECISION-MAKERS AT PETROQUISA IN RIO.

3. AMCONSUL PORTO ALEGRE IS ALSO REVIEWING SPECIFIC POLLUTION PROBLEMS IN AREA WITH VIEW TO MATCHING THEM TO US FIRMS. IN THIS CASE, LOCAL COMPANIES WOULD BE ENCOURAGED TO MEET WITH MISSION MEMBERS IN SAO PAULO.
DEXTER

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